

## Message Text

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PAGE 01 CARACA 11862 071454Z

ACTION ARA-14

INFO OCT-01 ISO-00 AID-05 EB-08 /028 W

-----080036 080300Z /64

R 071120Z DEC 77

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 281

INFO FAS USDA WASHDC

UNCLAS CARACAS 11862

E.O. 11652: N/A

TAGS: EAGR

SUBJ: REIMBURSABLE DEVELOPMENT PROGRAMS: AGRICULTURE-PURDUE

REF: STATE 287735

1. GOV DECISION NOT TO UNDERTAKE ANY NEW PROJECT COMMITMENTS WITH DURATION BEYOND CURRENT ADMINISTRATION DOES HAVE IMPLICATIONS FOR PROPOSED TRAINING COURSES. MISSION BELIEVES IT IMPORTANT TO SUBMIT DETAILED COST PROPOSALS ASAP. FOR FURTHER COMMENT SEE CARACAS 11786.

2. MISSION STRONGLY AGREES CONCLUSION REACHED IN REFTEL. NEW MEXICO STATE UNIVERSITY HAS EXPRESSED SIMILAR CONCERN AS PURDUE REGARDING GOV CREDIBILITY IN ITS RELATIONS WITH U.S. LAND-GRANT INSTITUTIONS. BOTH NEW MEXICO AND PURDUE RECENTLY HAVE HAD CONTRACT NEGOTIATIONS SUSPENDED BY GOV AGENCIES. IN BOTH CASES ADMINISTRATORS OF VENEZUELAN AGENCIES WERE PRESIDENTIAL APPOINTEES AND BOTH WERE REPLACED BEFORE CONTRACT NEGOTIATIONS WERE COMPLETED.

3. LAND-GRANT INSTITUTIONS ARE NOT VIEWED IN SAME LIGHT BY FOREIGN GOVERNMENTS AS BY U.S. FEDERAL GOVERNMENT, WHICH HAS BEEN THE MAJOR SOURCE OF FUNDS FOR U.S. UNIVERSITY TECHNICAL ASSISTANCE CONTRACTS. GOV, AS DO MOST FOREIGN GOVERNMENTS, TENDS TO PLACE LAND-GRANT INSTITUTIONS IN SAME CATEGORY FROM NEGOTIATION UNCLASSIFIED

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VIEWPOINT AS PRIVATE CONSULTING FIRMS. LAND-GRANT INSTITUTIONS, THEREFORE, MUST BE AWARE OF POLITICAL REALITIES. THEY MUST PREPARE AND SUBMIT PROPOSALS IN A MINIMUM OF TIME AND WITH THE REALIZATION THAT THE CONTRACTING AGENCY IS COST CONSCIOUS.

4. EMBASSY BELIEVES GOV, GENERALLY, WILL CONTRACT WHERE DESIRED TECHNICAL ASSISTANCE CAN BE OBTAINED FOR LEAST COST. THIS

PLACES LAND-GRANT UNIVERSITIES AND USDA IN COMPETITION WITH OTHER FOREIGN GOVERNMENTS AS WELL AS PRIVATE CONSULTING FIRM. IMMEDIATE RESPONSE TO GOV REQUESTS FOR CONTRACT PROPOSALS WITH COST ESTIMATES, THEREFORE, IS ESSENTIAL.

5. EMBASSY BELIEVES INTEREST OF LAND-GRAND UNIVERSITIES WILL BE SERVED BEST BY KEEPING EMBASSY INFORMED OF PROGRESS IN CONTRACT NEGOTIATIONS. THROUGH COOPERATION AND LOCAL REPRESENTATION, EMBASSY BELIEVES LAND-GRANT INSTITUTIONS WILL BE IN BETTER POSITION TO HAVE TECHNICAL ASSISTANCE PROPOSALS ACCEPTED BY FOREIGN GOVERNMENTS.

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## Message Attributes

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Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009